

## Guide

Essential advice for your financial health

We're here to answer your questions.





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risk management?

## Investment basics

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The different asset types do not all undergo the same fluctuations. Frequently, bonds are up while stocks are down. The more you diversify the types of assets in your portfolio, the more you reduce the risks associated with market volatility.

## Annual return in percentage by asset category in local currency (2008 to 2024)

2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
8.3	52.0	17.6	10.0	16.0	41.3	23.9	21.6	21.1	28.7	4.2	24.8	16.6	27.6	-4.0	22.9	36.4
6.1	35.1	13.0	4.6	15.3	31.7	14.1	19.5	8.1	17.4	1.9	22.9	16.3	25.1	-5.8	19.5	28.7
-14.9	15.6	9.5	4.6	14.2	31.6	11.8	17.7	7.7	16.4	1.3	20.9	14.8	18.0	-7.8	15.7	21.7
-21.2	15.0	9.1	1.0	13.4	14.9	10.6	6.7	7.0	13.8	-0.7	16.5	9.8	11.1	-10.1	12.1	17.9
-27.3	12.5	7.3	-4.6	8.6	13.0	9.1	3.6	4.7	9.7	-1.5	15.6	8.6	10.8	-11.5	11.8	16.6
-28.8	7.4	6.9	-8.7	7.2	4.3	7.0	2.6	1.5	9.1	-5.6	12.9	6.4	-0.9	-12.0	7.3	13.8
-33.0	5.2	3.5	-9.5	3.7	1.8	4.1	2.4	0.9	2.7	-6.5	7.0	5.6	-2.7	-12.2	6.4	5.7
-41.4	4.6	2.6	-16.1	2.1	-1.5	3.0	-8.3	-2.0	0.3	-8.9	3.0	5.2	-3.1	-13.9	4.9	4.1

Click on the numbers in the graph to see the names of the corresponding assets.



International stocks

U.S. stocks

Global stocks

Emerging markets

Canadian bonds

Balanced profile\*

Canada short-term bond







The later you start, the higher your annual contribution will have to be. For example, if you start saving for retirement at age 50, you may have to put aside more than 50% of your yearly gross income. Achieve your goals with ease by beginning as early as possible.

Annual contribution necessary to reach a target amount by age 65

- Starting at age 30 contribution of 18.00% of gross income
- Starting at age 40 contribution of 27.64% of gross income
- Starting at age 50 contribution of 50.39% of gross income

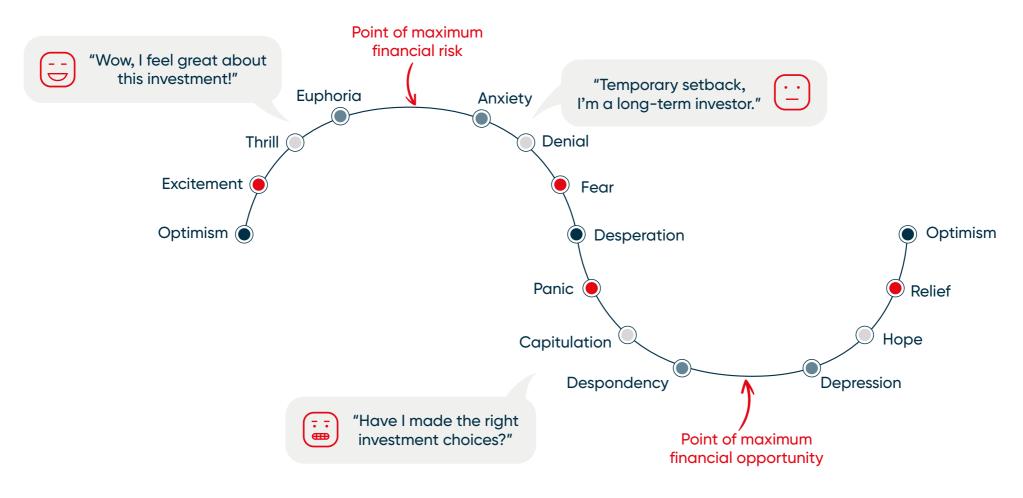








Emotions can lead to making rushed decisions when it comes to your investments. To manage your emotions, identify the scenarios (market correction, drop in value of securities, etc.) in which you may act irrationally.

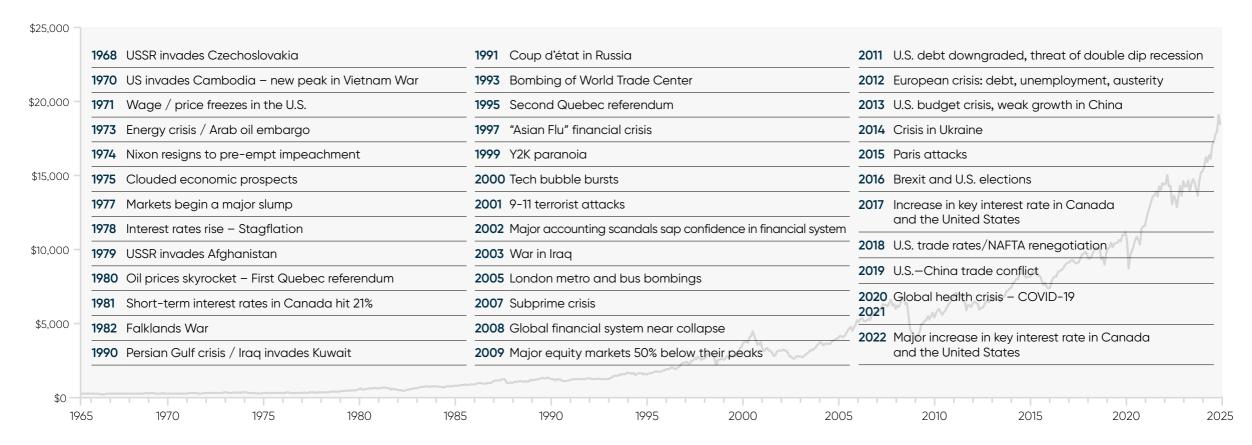


## How do financial fluctuations impact your portfolio?



The graph below shows that despite momentary dips during crises, the long-term trend is on the rise.

#### Growth of \$100 invested in the S&P/TSX Total Return Index







## Should you hold on to your investments during market fluctuations?

Basics Education Project Financial health Retirement Solutions



As the saying goes, a picture is worth a thousand words. As you can see in the graph below, those who stayed invested in the market during the financial crisis of 2008 obtained a much greater yield over 10 years than those who temporarily withdrew their stocks.

- Stayed invested in the stock market
- Exited market and reinvested after 1 year
- Exited market and invested in cash
- Recession







In the long run, what truly matters is the frequency of savings and passage of time, not market timing.

- Buying at year low
- Buying at month start (monthly systematic investment)
- Buying at year high

<sup>•</sup> 



## Should you keep pursuing your goals?



All asset categories undergo variations over time, but in the long term, they tend to evolve favourably. Regardless of your portfolio's composition, it is important to stay the course in pursuing your goals and to think about the long term.

## The staggered maturities strategy in line with your needs

Investing in several GICs with different maturity dates allows you to anticipate fluctuating interest rates while having access to part of your invested principal each year and take advantage of more attractive long-term rates.

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
	\$5,000	Cash solution	s								
ent	\$5,000	1-year GIC	5-year GIC					5-year GIC			
Initial investment \$30,000	\$5,000	2-year GIC		5-year GIC					5-year GIC		
ial inv \$30,	\$5,000	3-year GIC			5-year GIC					5-year GIC	
Init	\$5,000	4-year GIC				5-year GIC					5-year GIC
	\$5,000	5-year GIC					5-year GIC				

## **Laddering PLUS**

Adding a market-linked GIC to each strategy allows you to increase your potential return with exposure to a diversified equity portfolio or a reference index of low-volatility securities.



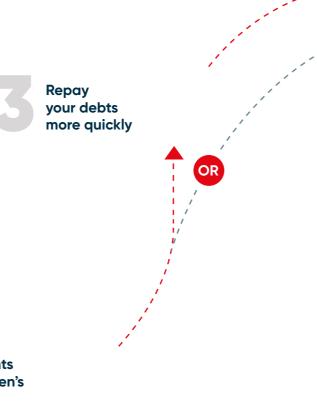


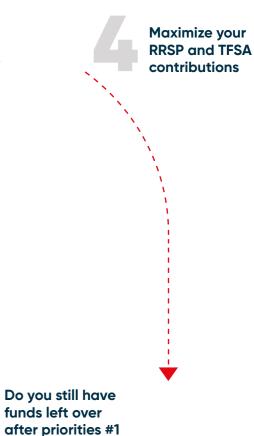
## Repay your debts or save: What are your options?\*





















through #4?



Did you know that the government offers incentives with various benefits that can help you grow your money and achieve your goals and dreams? A variety of plans are available, including:

#### **FHSA RESP RRSP TFSA Buying your first home** Your children's education Your retirement Your projects and dreams **BENEFITS** Reduces taxable income Reduces taxable income Government grants Your savings and earnings grow tax-free Your savings and earnings grow Your savings and earnings grow Your savings and earnings grow tax-free Tax-free withdrawals tax-free tax-free **GOOD TO KNOW**

To take advantage of the tax benefits of the various savings accounts, you must have tax residency in Canada. In other words, you must be a permanent or temporary resident of Canada for tax purposes. You also need to have a social insurance number (SIN).

With an RESP, you can boost your

savings with government grants of

up to 20-40% of your contributions

each year, including the Canada

Education Savings Grant (CESG).



The Home Buyers' Plan (HBP) allows

you to withdraw up to \$60,000

from your RRSP tax-free to buy

vour first home.



To be eligible to contribute, you must not have lived in a qualifying home

year or within the previous four years.

owned by you or your partner this



You can withdraw money from your

short- or medium-term.

TFSA for any type of project, whether



## Saving for education

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## **DID YOU KNOW?**

 Average tuition for a full-time undergraduate student in Canada is

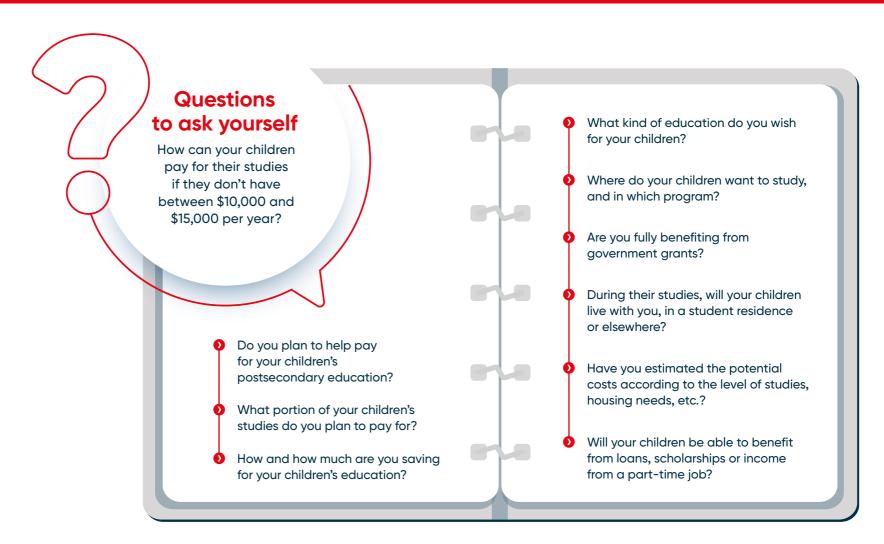


**\$8,519** for the 2024–2025 school year.<sup>1</sup>

The average annual RESP contribution for children who receive the CESG is \$1,764, while average annual withdrawals per student stood at \$10,115 in 2021.2



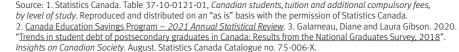
one out of every two
postsecondary students
has student debt
upon graduation.3





















Did you know that the federal government can subsidize up to \$7,200 of your children's education?



An RESP is a registered savings plan that allows you to save for your children's postsecondary education tax-free. Moreover, government grants can increase your savings by 20% to 40% per year. If you opened your RESP late, or if you don't save each year, the unused amount can be carried over so you can catch up one year at a time.

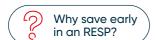
Who can contribute?	<ul><li>Canadian residents age 18 and over</li><li>Holders of a social insurance number</li></ul>
Who can benefit?	<ul><li>Canadian residents</li><li>Holders of a social insurance number</li></ul>
Beneficiary age limit	<ul> <li>Family plan: last contribution made before the beneficiary's 31st birthday</li> <li>Individual plan: last contribution made before the end of the 31st year after the plan was opened</li> </ul>
Maximum contributions	> \$50,000 per beneficiary for the duration of the plan
End of the plan	The RESP must be closed before December 31 in the 35 <sup>th</sup> year after the plan was opened.

Tax benefits

How the payments work

What happens if the child does not pursue his studies?









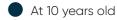


It is best to begin investing in an RESP as soon as your child is born, allowing you to benefit from available grants and establish a solid investment strategy. The earlier you invest, the more you promote the growth of your investments.

Annual investment of \$2,500 in an RESP at a 3.75% rate of return\*



At 5 years old





The Canada Education Savings Grant was added to the annual contributions.











## Saving for a project

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## **DID YOU KNOW?**

65% of Canadians have a major purchase or expense planned during the next 3 years.<sup>1</sup>

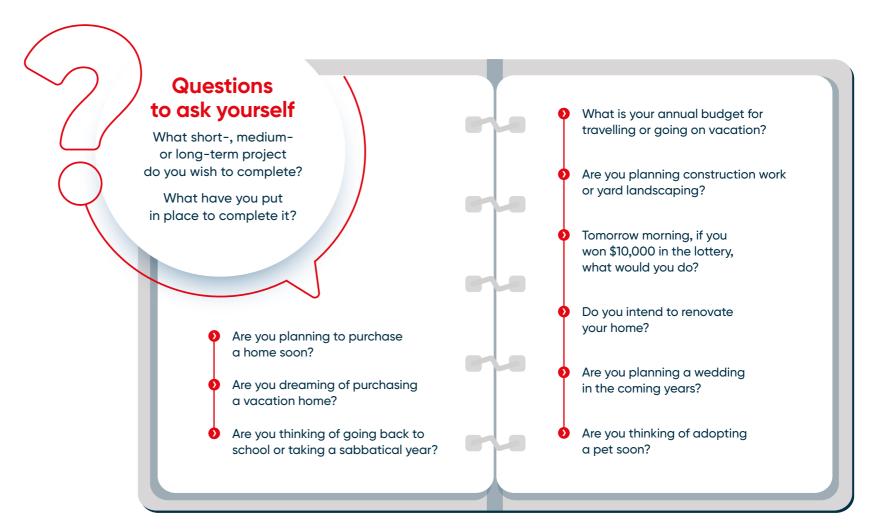




46% of Canadians say saving more helps them reduce stress.<sup>2</sup>



Over half (55%) of Canadians reportedly considered changing jobs in 2021.<sup>3</sup>











## **Examples of projects**



#### **Short term**

- › Going on a trip
- Organizing your wedding
- Repaying your debts

Define your projects and saving objectives

Determine the timeline of each project

Prioritize your projects

Take advantage of solutions at your disposal (HBP, LLP, FHSA)

Choose the investment solutions that suit your goals



#### **Medium term**

- Making a down payment toward the purchase of a home
- Renovating your home
- > Taking a sabbatical year



## Long term

- Saving for school
- › Acquiring a vacation home
- > Planning your retirement



#### TIP!

Investing a small amount each month is easier than investing a large amount each year.









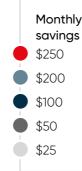




Systematic saving consists in setting up automatic debits of a specific amount at specific intervals. For example, you may decide to set aside \$25 per week for an undetermined duration or \$100 per month for one year.

Eligible accounts	Eligible investment solutions	Minimum contribution
<ul> <li>&gt; Savings account</li> <li>&gt; RESP</li> <li>&gt; TFSA*</li> <li>&gt; RRSP</li> <li>&gt; FHSA</li> </ul>	<ul><li>High-interest savings account</li><li>Cash equivalent solutions</li><li>Mutual funds</li></ul>	\$25

Evolution of the portfolio value based on the monthly savings amount





## 4 good reasons to save systematically







It's practical: Choose the frequency and amount that best suit you.







## Financial health

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#### **DID YOU KNOW?**



 1 out of 3 Canadians doesn't have an emergency fund covering the equivalent of 3 months of expenses.<sup>1</sup>

54% of Canadians say they are living from paycheque to paycheque.<sup>2</sup>



> 78% of Canadians say their personal financial situation has grown worse because of inflation.<sup>2</sup>



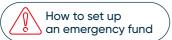
## Questions to ask yourself

According to recommendations by the Institut québécois de la planification financière, FP Canada and the Canadian government, an emergency fund should be able to cover the equivalent of **3** to 6 months of expenses.

- Do you know how much your monthly expenses are?
- Do you have an emergency fund?
- Would your emergency fund be able to cover 3 to 6 months of your monthly expenses?

- What would happen if you developed health problems that prevented you from working?
- What would happen if someone took \$1,000 from you tomorrow morning?
- What is your immediate source of funds for unexpected events?
- Would you be able to spend \$3,000 to repair your car tomorrow morning?
- What would you do if you lost your job?
- If you have a pet, do you have enough money for an emergency trip to the vet?











No one is immune to financial problems. Poor planning or going through a tough time, such as a divorce, illness or unemployment, can really tip the scales. Need help? Here are 10 tips to guide you.



Your advisor can accompany and advise you in building a financial plan.

Prefer doing it on your own? Not to worry, our <a href="mailto:nbc.ca/advice">nbc.ca/advice</a> site has everything to support you!









An emergency fund is an amount of money that you put aside to get through an unexpected event. Don't confuse unexpected expenses with occasional ones, such as back-to-school shopping, buying winter tires or holiday expenses, as these should already be planned in your budget.

Prepare a budget

Open a savings account

Save small amounts regularly

Take advantage of additional income

Use your emergency fund in the right situations

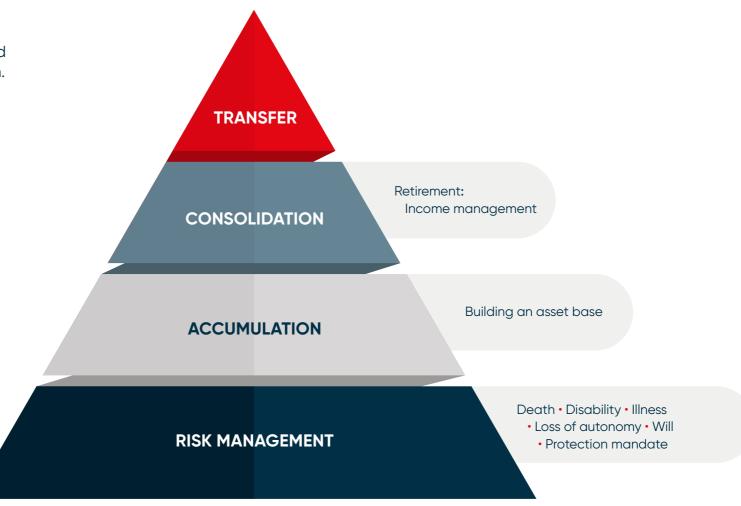




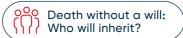




Integrate risk management into your financial planning in order to facilitate the growth of your estate, maintain your way of life once retired and bequeath a part of your estate after your death.





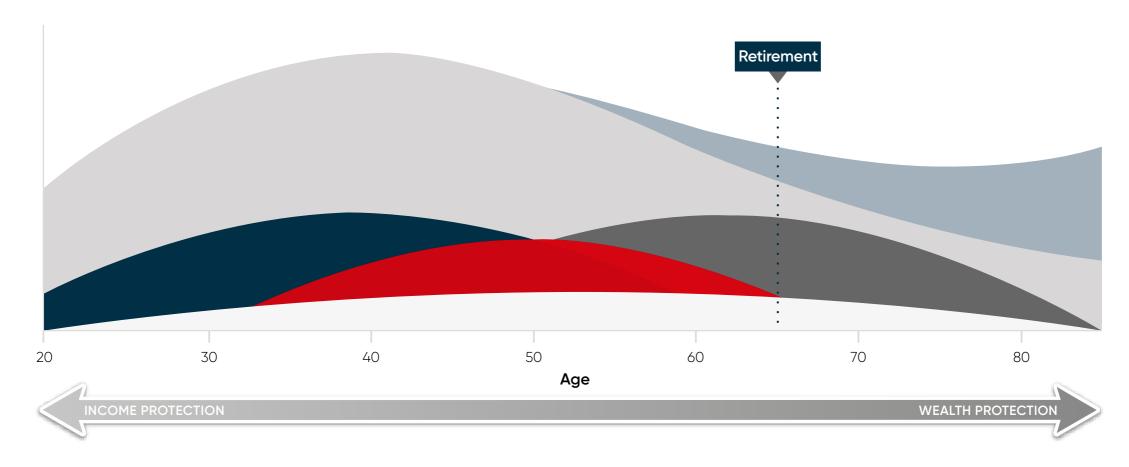




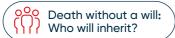
## Do you occasionally revise your insurance plan?



Insurance needs vary with age. It is important to review your coverage to ensure it always suits your needs.

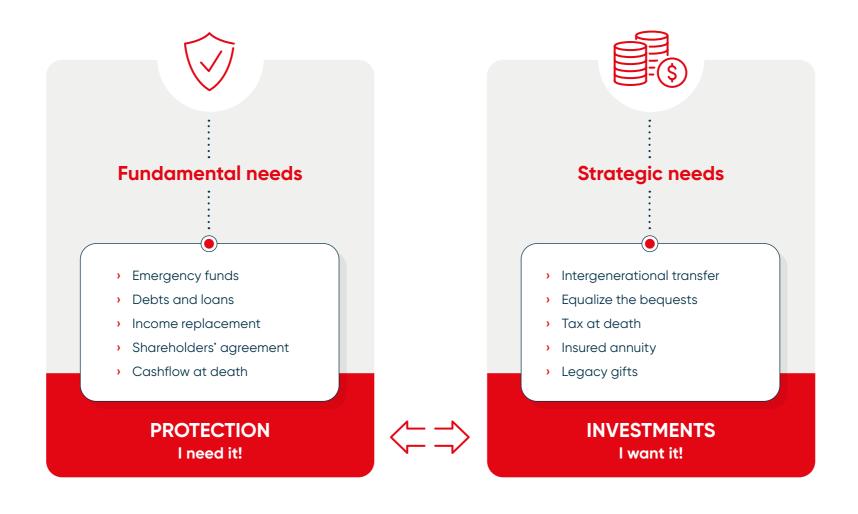








Take the time to thoroughly analyze your insurance needs by distinguishing fundamental characteristics from strategic ones.







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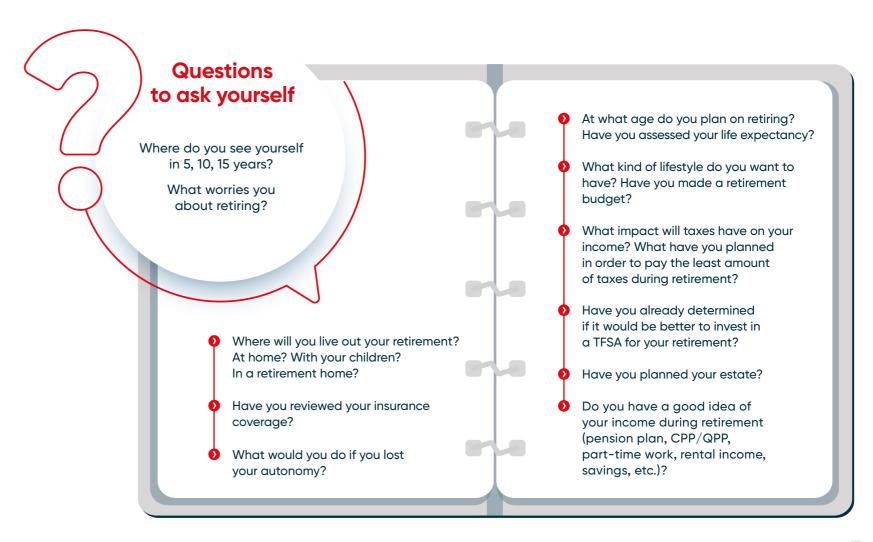
## **DID YOU KNOW?**



- 67% of Canadians surveyed feel they have fallen behind in their retirement savinas.1
- > 72% of Canadians that are currently working with an Advisor rate their financial well-being to be good to excellent (7 or more out of 10) compared to 48% of households that are not working with an Advisor as of February 2023.2



54% of Canadians don't have a retirement plan.1





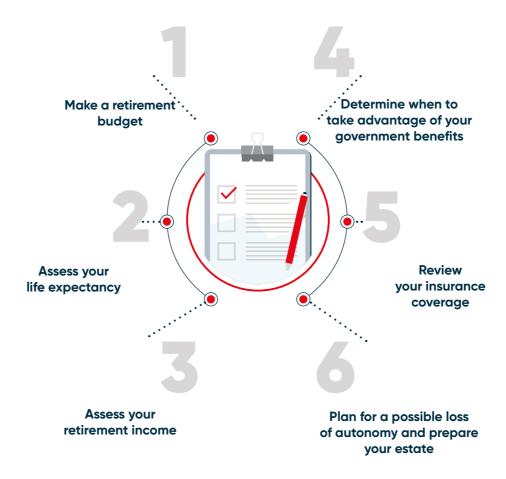








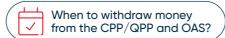
Proper planning is essential to living out a retirement that fulfills your expectations. However, retirement is not just about numbers; it is equally important to take the time to identify your wishes and projects.





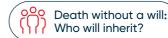




















**Underestimating your life expectancy** 

According to recent statistics, if you are currently 60 years old, you or your partner have a 50% chance of living to the age of 94.



Not accounting for inflation

Essential goods undergo the largest fluctuations.



Forgetting to plan for healthcare expenses

Starting at age 70, healthcare costs for Canadians tend to nearly double every 10 years.



4. Withdrawing too much money

It is crucial to properly calculate how much money to withdraw so that you don't use up your capital too quickly. In the example chart, we can see that someone who takes out 10% of their assets each year (weighted for inflation) will run out of money at age 80.



5. Only opting for low-risk investments, thereby reducing potential yield

Properly allocating your investments helps make your capital last longer. In the example below, we see that Portfolio C generates a higher yield than Portfolio A for the same level of risk.











It all depends on your situation. An RRSP is a long-term retirement-savings account that is tax-deductible and taxable upon withdrawal. TFSAs are not tax-deductible; however, upon withdrawal, the amount withdrawn is non-taxable. The FHSA is a savings account meant for first-time home purchase. Contrary to RRSPs, withdrawing from a TFSA and a FHSA does not reduce your government benefits. Learn about the main differences and similarities between the three products here.

	RRSP	TFSA	FHSA
Who is eligible?	Any Canadian resident age 71 and under who earned income in the previous year (subject to pension adjustment)	Any Canadian resident aged 18 and over <sup>2</sup>	Any Canadian resident between the ages of 18 <sup>4</sup> and 71 who, at any prior time in the calendar year or in the preceding 4 calendar years, inhabits as a principal place of residence a qualifying home in Canada or not, owned or co-owned by them or their current spouse or common-law partner
How much is the authorized annual contribution?	18% of income earned up to the allowed annual maximum <sup>1</sup>	\$7,000 <sup>3</sup>	\$8,000, with a lifetime limit of \$40,000 <sup>5</sup>
How is the contribution ceiling indexed?	Indexed for inflation using the Industrial Aggregate average wages and salaries in Canada	According to the Consumer Price Index, rounded to the nearest \$500	This amount will not be adjusted for cost of living or inflation
Can the contributions be deducted from taxable income?	Yes	No	Yes
Are contributions to a spouse permitted?	Yes	No, but a person could make a donation or a loan to their spouse for the latter to contribute to their TFSA <sup>3</sup>	No, but a person could make a donation or a loan to their spouse for the latter to contribute to their FHSA <sup>5</sup>
Is there a penalty for overcontributions?	Yes: 1% per month (a lifetime maximum surplus of \$2,000 is allowed without penalty)	Yes: 1% per month on excess contributions, regardless of when it occurs during the month	Yes: 1% per month on excess contributions, regardless of when it occurs during the month
Are withdrawals taxed?	Yes, except for HBP withdrawals	No	No, if they are applied to the purchase of a first eligible home





- 1. Source: Canada Revenue Agency website, canada.ca, RRSP Contributions section.
- 2. Contribution rights begin at age 18, regardless of the province's age of majority.
- 3. Source: Canada Revenue Agency website, canada.ca, TFSA Contributions section.
- 4. Depending on the age of majority in the province of residence.
- 5. Source: Canada Revenue Agency, Design of the Tax-Free First Home Savings Account, canada.ca.





## What are the main sources of income during retirement?

Your retirement income comes from three main sources: personal savings, private pension plans and government plans.

Government plans usually aren't enough to ensure you can maintain your cost of living during retirement.

Ensure you save enough money to complement the other sources of income!



#### **PERSONAL SAVINGS**

Registered and non-registered investments (RRSP, TFSA, etc.), other personal assets (real estate, etc.)

#### **PRIVATE PENSION PLANS**

(pension fund with your employer)

## **GOVERNMENT PLANS**

(Quebec Pension Plan (QPP), Canada Pension Plan (CPP), Old Age Security (OAS) pension, etc.)









## Have you established a withdrawal strategy?

Basics Education Project Financial health (Retirement) Solutions



The order in which you withdraw your investments significantly affects the duration of your capital. Usually, it is better to withdraw non-registered (NR) investments first.

Hypothesis: Start-up capital distributed equally in an RRSP, a TFSA and non-registered investments. The portfolio is continually rebalanced to 50% in equities (return of 6.5%; 80% capital gains, 20% dividends) and 50% in fixed income (return of 4%). The calculations are made at the margin, assuming a tax rate of 40% and a special tax treatment of capital gains and dividends.











There is no perfect formula for calculating the ideal age to withdraw your government pension. It is up to you to assess your personal situation and make decisions according to your needs and priorities.



#### **Factors to consider**

of income

## It is recommended to withdraw early

I anticipate having limited additional sources of income.

I have a **lower** life expectancy (according to my health and family history).



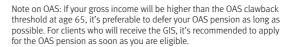
## It is recommended to wait a bit longer

I anticipate having multiple sources of income.

I have a **normal** life expectancy (according to my health and family history).













## Legal heirs in Quebec

If you die without a will, your assets will be distributed according to the Civil Code of Québec.

## Division of an Intestate Estate (Intestacy Rules)

	Legal spouse <sup>1</sup>	Children <sup>2</sup>	Mother and father	Brothers/sisters and/or nephews/nieces
With a legal spouse	1/3	2/3		
	2/3	None	1/3	
	2/3	None	None	1/3
	100%	None	None	None
Without a legal spouse <sup>3</sup>	None	None	1/2	1/2
	None	None	None	100%
	None	None	100%	None
	None	100%		

<sup>1.</sup> Under the Civil Code of Québec, the term "spouse" refers only to people who are legally married or in a civil union and does not include common-law spouses, regardless of the number of years they have cohabited or whether they have children together.









<sup>2.</sup> The share of a deceased child reverts to their descendants (children or grandchildren).

<sup>3.</sup> There are particular laws that protect common-law spouses. Example: pension funds.



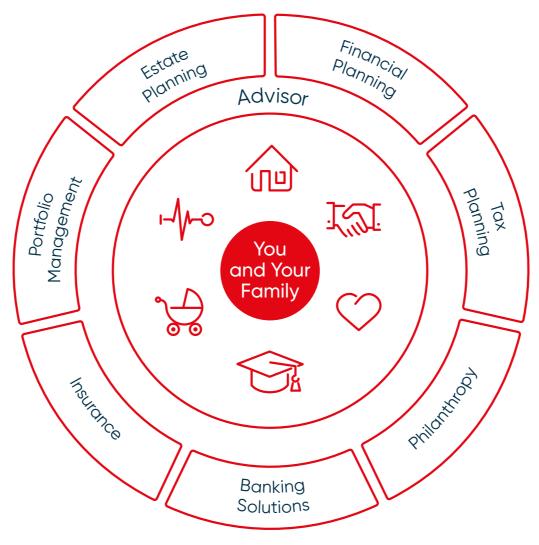
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## Let our specialists manage your portfolio



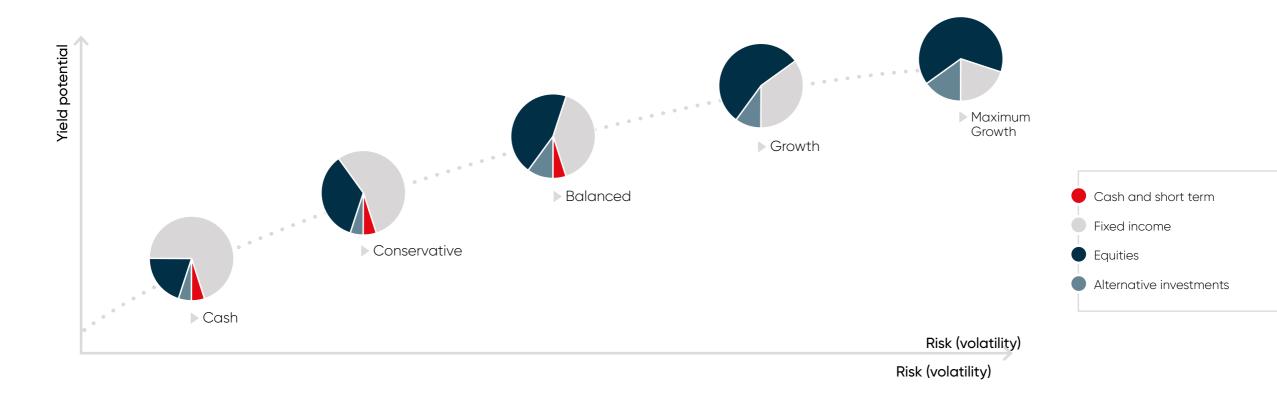






Your investor profile helps you find the type of portfolio that suits you best. It is determined by your risk tolerance, goals and time for which you are willing to invest.

Do you know your investor profile?











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